



## VALEO uses Ipanema's Hybrid Network Unification to guarantee Google Apps deployment, multiply bandwidth x3 while reducing its network expenses

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### KEY FACTS

#### INDUSTRY

- Manufacturing

#### COMPANY

- Production of components, integrated systems and modules for the automotive industry
- 193 sites in 27 countries
- 50,000 + employees
- \$10B revenues

#### CHALLENGE

- Drastically reduce bandwidth costs
- Increase network capacity
- Ensure a safe deployment of Google Apps as the new company collaborative tool
- Guarantee end users' quality of experience

#### CHOOSING IPANEMA

- Hybrid network unification to control both MPLS and Internet
- Full set of performance reports and KPIs
- All-in-one system with application visibility, QoS & Control, WAN Optimization, Dynamic WAN Selection
- WAN Governance to align the WAN with business objectives

#### OBSERVED BENEFITS

- x3 bandwidth capacity
- ÷3 costs per transferred GByte
- -15% for global network budget
- -1M€ in Google Apps deployment cost
- 80% traffic using the Internet
- Guaranteed application performance
- Maximized business continuity

### COMPANY

Valeo is an independent industrial group fully focused on the design, production and sale of components, integrated systems and modules for the automotive industry, focusing on the reduction of CO2 emissions.

Ranking among the world's top automotive suppliers, Valeo has 120 manufacturing plants, 21 research centers, 40 development centers, 10 distribution centers and currently employs more than 50,000 people in 27 countries worldwide. Yearly revenues are more than \$10 B.

*"With Ipanema's Hybrid Network Unification, we divided per 3 the transfer cost of each Gbyte over our global network," Alain Meurou, Infrastructure and Network Manager, Valeo.*

### CHALLENGE

Valeo's former network ("ValeoNet\_2") was mainly used to carry ERP, logistics flows, email (Lotus Notes), collaborative applications (SharePoint, Office Communicator, etc.) and large CAD files (CATIA). Built around a global MPLS network, "ValeoNet\_2" connected 150 sites and had an aggregated capacity of 230 Mbps, plus a central 30 Mbps access to the Internet.

In order to reduce costs and improve productivity, Valeo launched a strategic initiative that consisted of centralizing corporate applications on 2 main data centers and switching to a new Internet-based collaborative platform based on Google Apps.

To accommodate the company's growing needs and support the global rollout of Internet-based Google Apps, it would have been necessary to increase the bandwidth by a factor that the company could not afford to pay for in a classical deployment model. Pressure on the budget was strong and cost control was a priority for Valeo.

For "ValeoNet\_3", the IT architecture team evaluated several options:

- Increasing MPLS bandwidth would increase network cost. Moreover, Internet flows would have to converge on a few centralized gateways, introducing extra delays and causing bottlenecks that would impact Internet-based applications.
- Implementing better QoS and control would improve performance levels for critical applications, but not generate the required extra-bandwidth.
- WAN optimization devices would add some "virtual bandwidth", but after benchmarking market leaders, the average bandwidth gain appeared uncertain (large discrepancies among applications) and in any case, would be insufficient.
- Adding another VPN based on high speed and low-cost Internet access to complement the existing MPLS lines would increase bandwidth without significantly impacting network budget, while providing a convenient local access to public cloud applications.



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Ipanema develops next-generation solutions for enabling large enterprises to have full control and optimization of their global network; private cloud, public cloud or both.

The Ipanema System unifies performance across hybrid networks. It dynamically adapts to whatever is happening in the traffic and guarantees constant control of critical applications. It is the only system with a central management and reporting platform that scales to the levels required by Service Providers and large enterprises. With solutions used extensively by many of the world's largest telecom providers and enterprises across business and public sectors, Ipanema controls and optimizes over 100,000 sites among 1,000+ customers.

Ipanema enables any large enterprise to institute WAN Governance for aligning and automatically managing WAN performance according to business objectives. Ipanema solutions guarantee business application performance and continuity in a cloud computing world—anytime, anywhere. Using Ipanema, enterprises:

- **Enable Cloud-Ready Network**
- **Guarantee user experience**
- **Accelerate business applications**
- **Unify hybrid networks**
- **Save on IT costs**

## CHOOSING IPANEMA

Valeo eventually selected Ipanema for its unique capability to globally manage the traffic over a hybrid [MPLS + Internet] VPN infrastructure, combined with full Application Visibility, QoS, Control and WAN Optimization.

With Ipanema's Hybrid Network Unification, Valeo can:

- Benefit from the high quality and excellent availability of MPLS VPN without upgrading bandwidth compared to its former network;
- Multiply its global network capacity by using profuse Internet bandwidth;
- Maximize business continuity though dual attachment, optimized load-sharing and fast fail-over;
- Provide local Internet access in every location to off-load browsing activity and offer fast connections to Google Apps data centers;
- Guarantee the performance of all business applications, whether they are transactional or involve large file transfers like CAD.
- Access to a meaningful set of high level KPIs about application performance, availability and sizing of its global hybrid network, and implement WAN Governance in a direct and easy manner.

## OBSERVED BENEFITS

Based on Ipanema, "ValeoNet\_3" hybrid network brings many concrete and measurable benefits:

- **x3**: global network capacity increase compared to the previous "ValeoNet\_2"
- **÷3**: cost reduction to transfer a GByte of data across the network
- **-15%**: net global network budget reduction
- **-1M€**: budget savings and a much smoother than expected Google Apps migration
- **80%**: proportion of the traffic using the Internet (20% using the MPLS backbone)
- **Guaranteed application performance** over the hybrid network (dynamic WAN selection and full QoS and control)
- **Maximized business continuity** thanks to a fully redundant architecture

